

2. ABOUT US

2.2 Who we are

ICG Capital Africa is a trade and investment consultancy and advisory company focusing on regional and international business facilitation services. We create a bridge between suppliers and markets, investors and opportunities managing and facilitating capital investments into socially transformative ventures in emerging and frontier markets.

Our clientele is drawn from corporates, governments, not-for profit organizations and individuals looking to advance their commercial and social investments. We bridge borders, create linkages and help entities to build synergies through mutual interests for optimal attainment of their goals and objectives.

ICG helps businesses, investors, development partners, and the public sector to identify opportunities and deliver unique, impactful solutions. Our passion is to advance economies in Africa and other regional markets through efficient intermediation of capital, human, and technological resources to power sustainable growth and innovations.

2.3 Why Us

International linkages - the business world is evolving rapidly. Through advances in technology, communications and infrastructure, business barriers are disappearing and each day we become ever more global.

Always thinking ahead - in this fast-paced environment, you need a partner that thinks ahead and rapidly responds to your changing needs. At ICG Capital, we build a strong reservoir of knowledge management to build relationships based on a deep understanding of new trends and ever evolving market dynamics.

Strategic alliances and networks - it is our strong, collaborative approach that differentiates us as we invest to truly understand our clients, customers and partners. Empowered by this sense of belonging, we endeavor to share the best ideas, insights and solutions to anchor your ambitions to move forwards with confidence.

Sensitivity to people and environment - we work with clients and all relevant stakeholders to craft investment opportunities that leverage both social and environmental benefits and financial returns.

Multi-dimensional -we work collaboratively across the public and private sectors, commerce and philanthropy, national and international as well as corporates and communities to catalyze and engineer inclusive mix of solutions and help clients achieve their goals.

We blend the existing best and new - combining local knowledge and international experience, our strategies blend the best global ideas and innovations with the local practicalities and partnerships needed for effective implementation and transformation.

2.4 Vision

Our vision is to be the most trusted and valuable partner positioning trade and investment opportunities in Africa to be sustainably competitive in the global market.

bridging cross-border in business and investment informed by exceptional professional services that exceed your organizational needs and expectations.

2.5 Mission

We purpose to innovate and deploy best professional advisory expertise and systems to leverage entrepreneurs, businesses and corporates to discover new markets and expand their commercial territories beyond borders by offering interventions that help to maximize opportunities, efficiently utilize resources and create synergies and collaborations to enhance competitive advantage and market penetration.

2.6 Core values

Professionalism;

To provide quality, cost effective, personalized and innovative business solutions to meet the changing needs of our clients. We strive to attain the highest standards in all we do.

Integrity;

We stand for the truth and our ethos are founded on trust, truth and transparency. This is the thread which binds us in our dealings with our clients and with each other. To do what is right and just, in the best way we believe it is right without compromise and fear of contradiction. Our operations are transparent and always comply with regulations and procedures.

Respect;

We respect each other, we respect the work we do and the markets we serve. We respect our clients and treat their business dealings with utmost confidentiality.

Innovation;

We are willing to stake our reputation on ideas, people and approaches that challenge the status quo. We don't shy away from problems, as we hold the firm believe that inherent in every problem is the promise of a solution, and in every solution, the opportunity to create value.

Transformative;

Whether working alongside our clients, starting our own ventures or collaborating, we are always laser-focused on creating positive impact. We consult, invest, design and research purely in service of our impact objective. We have passion, commitment and sense of ownership that to help our clients move forward with confidence.

Accountability;

Our operations are transparent and always comply with regulations and procedures. Whatever the circumstances, we remain accountable for our actions and words.

3. SERVICES

3.1 Management consulting

We believe planning and improving efficiency are key essentials for successful business management. We provide sound advisory and professional services to improve business performance and enhance shareholder value.

The range of services include:

Business Advisory Services

Sound business management advisory ensures that the organization is able to remain focused to the core objectives for enhancement of corporate value. Having adequate products on hand to meet customer demands, having adequate cash flows to meet expenses as they fall due and having sufficient capital ready to take advantage of opportunities when they emerge. Our team of experts is hands on in helping organizations to design capital structure and financial management strategies to maintain a strong financial position for healthy growth and expansion.

We provide timely, independent, advice to corporate organizations, financial institutions and SME's to support their decision making process. This is backed by our deep expertise across diverse industry sectors supported by a network of global industry partners.

In providing Financial Advisory Services, we take it upon ourselves to have a full understanding of our clients' business, and the environment in which they operate in. This way we are able to develop and implement tailored strategies.

Capital Mobilization

Businesses require capital to power operations and growth. We have quality knowledge and experience in different financing methods and applications including debt, equity, venture capital and other subordinated options. We offer hands-on strategic advice on processes and the most strategic cost effective approaches to capital structuring and sourcing. We understand the investment implications and the sector interests of the funds, capital mixture, tenure, rates of return and amount of equity stake that is optimal.

Many enterprises are unaware of how to go about looking for finance or what is required when approaching financial institutions. We assist in analysing and developing business plans, Financial budgets, forecasts, Cash flows, Reports in a format acceptable to banks and other financial institutions for the acquiring of or renewal of credit facilities, Other trade finance options for short term business needs.

Our approach is driven on the business' health and potential, as we walk together in identifying solutions compatible to the goals and objectives of the business entity. We must explore how to maximize shareholder's value, available and appropriate source of funds to be used, optimal source of finance, market timing and the processes and methods. We also work with clients to develop and deliver practical solutions that can enhance an organization's financial capacity including developing funding proposals.

Corporate Finance

We help organizations and projects in designing, sourcing financing and implementing holistic value-creation strategies, as well as in developing world-class finance functions. We develop investor materials including financial models, investor memoranda business plans and teasers. We further advise on capital raise strategy and transactions structure across capital types including equity, debt, mezzanine, and blended finance.

Alongside our transaction services, we have built niche expertise in blended finance, serving as advisers to family offices, foundations, development partners, and development finance institutions to design innovative financing mechanisms with ambitious aims to build industries and achieve impact outcomes.

Research, Market entry and insights

Our priority is to provide the client with the insight and experience needed to operate in the African market or business environment and to help balance short-term needs with long-term goals. We help you to better understand and reach your customers by conducting in-depth market research and developing targeted sales and marketing approaches for each segment.

Specifically, we work with clients on Strategy formulation, including designing impact funds and market-wide sustainable finance interventions, Due diligence on investment opportunities, Investment structuring and execution, Post investment monitoring, reporting and adding value as well as Investee and management mentoring.

Transaction Advisory

More than ever, businesses are looking to get maximum returns on investments on behalf of their stakeholders. We see life through the investor's lenses while proactively working on how entities will sell, buy, raise funds, synergize and turn around in order to create or maintain an optimal value and impact.

Successful closed deals do not happen by chance for us! They come from realistic valuations, due diligence, identifying buyers or investors, identifying targets, structuring the deal and good negotiating. Thorough scrutiny of your industry analysis, your business scope and a bird's eye view of a global environment is paramount.

We have an extensive knowledge, expertise and an appetite to solve financing challenges. We help to strategize, plan, implement and monitor all through as we midwife the process for you.

Business Valuation

Business valuation is the process and set of procedures used to estimate the economic value of an owner's interest in a business. This can be required for external or internal strategic planning for future business decisions.

Our team uses various tools and methods to determine the price interested parties will pay or receive to effect the sale of a business. The same can also be used to resolve disputes related to taxation, buy-sell agreements as well as other business and legal purposes.

Due Diligence

We conduct market analysis, evaluate organizational processes & management capabilities, analyze historical financial performance, and develop bespoke projection models. This is a deliberate and critical component of advisory to inform the true state of affairs of a business. We undertake to evaluate the business industry position or status of an to uncover any risk, interests or opportunities that may exist in order to help the client make an informed business decision.

The process also involves systematically researching and verifying the accuracy of data and information. We evaluate details before making a business decision and this process often involves a checklist and report of findings.

Strategic Planning and Management

We develop comprehensive, actionable strategies to address our clients' most pressing questions on scale, impact, and new markets, among others. We purpose to help organizations in the process of defining their strategy, or direction, and make decision on allocating their resources to meet their goals and objectives.

We have a deep resource base to ensure that your organization's strategy is all encompassing and aligned to your vision. We achieve this by ensuring that each facet of your organization is considered and well- anchored in the strategic plan.

Divestiture and Exist Strategies

When preparing to sell a business, gathering a wide variety of information for potential buyers to analyze is the first step. Financial, legal, marketing, and operations information all need to be put together for examination. It is necessary to undertake accurate valuations to determine pricing accurately.

Key questions in your mind are addressed all the way through from planning, execution to reporting and completion with minimal disruptions during the process. Our Deal Advisory team identifies potential risks and sheds light on the underlying benefits by simultaneously helping you maximize returns.

Mergers and Acquisitions

Business may want to join forces for strategic positioning or to harness strengths and opportunities arising from product synergies or geographical proximities. Our integrated business solutions put us at a vantage point to solve complex decisions related to mergers and acquisitions. Our team not only deeply understands but also is a testimony that the combination of two or more entities should create a value greater than the individual's value.

We assist from pre- deal acquisition to searching and screening targets to valuation and due diligence. This also includes thorough to evaluation assessments after the deal closure. Our dedicated team offers a one stop shop of strategic, financial, operational, risk advisory to power you up the track and help you solve the business puzzles.

Restructuring and Business Re-engineering

In the ever changing business world, restructuring to reposition the entity may become necessary. We offer assistance in re organizing the ownership, operational or other structure of the business for the purpose of making it more profitable or better organized to meet its present needs.

We are able to advise on re-engineering of the business processes, diversification and consolidation leading to better cash flow management and profit enhancement. Our team encompasses experienced experts who ensure that our clients receive quality advice and restructure for the better.

Human Resource Management

We help you build and implement comprehensive approaches to recruitment, engagement, retention, and management as part of a holistic talent strategy. We offer support in the delivery of a client's HR strategy and implementation of systems and procedures in the areas training, assessment and rewarding of employees while at the same time ensuring compliance with employment and labor laws. We design and develop effective and efficient Human Resource Management Systems to ensure that the human capital requirements are aligned to the organizational needs.

Grant Management

If you are a lender, we can assist you in your investment decision and ensure the recoverability of your loan. We can carry out high level or detailed due diligence on the borrower to assist you in giving your credit approval. We can advise on the optimum loan structure to suit both parties and assist the borrower to install the necessary controls and systems to minimise risk and also carry out a review of the borrower's business to identify repayment risks and advice on remedies to ensure the recoverability of the loan in the event of default.

For grant providers who are disbursing funds to NGOs in Africa for various projects, we can help in evaluating the planned use of funds prior to the grant being given, advising on systems and controls within the entity receiving the grant to ensure the most efficient use of funds

and regular monitoring of the grantee, to satisfy the grantor that money is put to the best possible use.

Project Management

We create growth-oriented systems and processes to achieve improvements in sourcing, production, distribution, sales and management. To help our clients, we combine market knowledge on strategic, financial, and organizational capabilities to lead to successful execution of projects across agreed focus areas.

Business Establishment and Support

If you are setting up a business in Kenya, we can help you through the process from beginning to end including Registration, Appointment of Auditors, Trade & Business Licenses, Finding Appropriate Office Space, Recruitment of Key Personnel, Opening of Bank Accounts, developing Business Plan, Sourcing of Finance, IT Installation, accounting systems, Tax Registration and Work Permits for Expatriates.

Joint Venture Investments

If you are a fund or private investor looking to invest or acquire a stake in a business, we will assist you in undertaking a due diligence, valuation and deal structure, matters of licenses and permits, identifying suitable local Board members, Accounting, IT and operating procedures, monitoring and reporting to investors post-investment

Private Placements

We have experience of selling, in whole or in part, a business and also the regulatory and practical issues that confront a company wishing to raise capital either privately or through a public issue. We can prepare the business for sale or flotation, assist in negotiation, identifying the right buyer or investors, guiding through the contracts process to minimise your risk post sale, drafting of a prospectus.

Training and Capacity Building

Training and capacity building are key drivers to achieving organization's growth and sustainability. We offer practical skills on various areas including finance, Governance, Tax, contemporary issues in accounting, Strategic management, Cyber security among others. The skills we impart are aimed at improving organizational efficiencies and increase both productivity and profitability. Under this service, we can also help on:

- **Business plans:** Assisting clients in formulating operational and annual plans to grow their businesses.
- **Policies and Procedures:** Review, design and documenting policies and procedures: We develop policy and procedures manuals and facilitate implementation by providing training.
- **Compliance Services:** We provide solutions for streamlining your compliance with statutory obligations and other requirements.

3.2 Footprint

- Africa
- Other emerging and frontier markets

3.3 Our Focus Areas

Our Focus areas include the following;

- Financial Services
- Renewable Energy and Power
- Agribusiness
- Real Estate and Affordable Housing
- Infrastructure
- Manufacturing
- Education
- Transportation
- Telecoms
- Hospitality
- Fast-Moving Consumer Goods
- Health care

4. PARTNER WITH US

5.1 Contract Us

If you would like to contract us for a project, please forward a Request for Proposal, Expression of Interest or any other information to info@icgcapitalafrica.com.

Also, kindly leave us your information as requested below.

First Name*

Last Name*

Email*

Website

Message

5.2 Consortium

If you would like to collaborate with us in form of a consortium, please forward a Request for Proposal, Expression of Interest or any other information to info@icgcapitalafrica.com.

Also, kindly leave us your information as requested below.

First Name*

Last Name*

Email*

Website

Message

5.3 Sub-contract

If you are interested to be sub-contracted as a subject matter expert and have at least 5 years of expert experience in a relevant field of specialization, please send an updated CV to info@icgcapitalafrica.com.

Also, kindly leave us your information as required below.

First Name*

Last Name*

Email*

Website

Message

5.4 Work with Us

If you are interested in working with us as a subject matter expert and have at least 5 years of expert experience in a relevant field of specialization, please send an updated CV to info@icgcapitalafrica.com.

Also, kindly leave us your information as required below.

First Name*

Last Name*

Email*

Website

Message

5.5 Internship

If you are interested in an internship opportunity with us and are about to graduate or recently graduated in a relevant area of study, please send an updated CV to info@icgcapitalafrica.com.

Also, kindly leave us your information as required below.

First Name*

Last Name*

Email*

Website

Message

5. FAQ

5.1 Your Ask

5.2 Our Answer

6. CONTACT US

First Name*

Last Name*

Email*

Website

Phone Number

Message

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The logo for 'setae' is displayed in a bold, lowercase, red sans-serif font.